

To: Lottery CEO's, IALS Members, Marketing Directors,  
PR/Communications Directors

**Public Gaming Research Institute Inc.'s**

# INTERNATIONAL MORNING REPORT

Your weekly supplement to  
**Public Gaming International Magazine**  
December 2, 2002

**RI POSTPONES VLT EXPANSION VOTE.** In an 8-1 vote, the Rhode Island State Lottery Commission postponed a vote on whether to expand VLTs at state gambling parlors until January. A request for the postponement came from Governor-elect Donald Carcieri. The soon to be Governor would like his administration to play a role in the decision.

**VIRGINIA JACKPOT WINNERS MAKE IT TWO.** Buck and Edith Shinault won a \$9.7 million Virginia Lotto jackpot in 1991. The couple said it didn't change their lives too much. Last week, they were back to claim another top prize – this time from the Virginia Lottery's \$5 WIN FOR LIFE Scratcher. The couple will collect \$1,000 a week as long as Edith Shinault lives – and they still have eight more annual Lotto payments of almost \$500,000 to go!

**MILLIONAIRE PARTY REDUX.** The Virginia Lottery's first \$10 Scratcher proved to be such a success that it's back for round two. Sales of Millionaire Party II, with four top prizes of \$1 million, began on November 19.

**TEXAS BILL FOR MULTI-STATE.** A bill filed by Texas State Rep Robert Puente of San Antonio would allow Texas to join a multi-jurisdiction game. Puente, who introduced a similar bill in 2001, has stated that he is partial to Mega Millions.

**OHIO REVENUES ARE CRUISING.** Ohio Lottery revenues are currently on track to meet or beat last years sales. The OLC has exceeded its goal for the first 19 weeks of FY03 by more than \$4 million. The OLC took in over \$2.1 billion last year.

**HUNGARIAN JACKPOT CLIMBS TO RECORD LEVEL.** After 24-straight rollovers, Hungary's biggest lottery jackpot ever was up for grabs again last Saturday. The jackpot now stands at Ft1.94 billion (\$8.2 million). It's reported that nearly 15 million lottery tickets were sold last week with 15-20% estimated to be foreigners entering the country simply to buy a ticket.

Lottery rules deem that if no one hits the jackpot for the pick-5 game after one year, it is divided between players that hit four, three and two number wins.

**CAMELOT TO LAUNCH ITV.** Camelot has signed a deal with Sky Active to launch an iTV service via digital satellite platform in 2003. The two entities will work together to develop an interactive version of the popular charity-funding draw. Camelot hasn't revealed the platform to be used for purchasing, but some are speculating it will happen through DTV.

**TATTERSALL'S EYES RESPONSIBLE GAMING.** Tattersall's has developed a responsible gaming campaign entitled 'Have Fun - But Play it Safe' within the Tatts Pokies gaming network. Tattersall's is working with many local council working parties on responsible gaming to assist in the development of responsible gaming policies or their local gaming charters

**LOTTERY COMMISSION OF WESTERN AUSTRALIA TO CHANGE NAME.** The Lotteries Commission of WA is working on changing its corporate brand name to Lotterywest. If all goes as planned, the change will take place in the first half of 2003. WA officials have stated that the Lottery wants to differentiate itself from other government departments.

**CHINA REDUCES PAYOUTS.** The Chinese government will reduce the sets of numbers in its bimonthly Unified Invoice Lottery. There will still be a set of numbers for the NT\$2 million grand prize, but the current number of winners for prizes one through six will be cut to from four to three. The changes are necessary to ensure the Lottery will have sufficient funds to cover the winnings. Officials will re-evaluate the situation later in the year.

**PCSO OFFERS RETAILER BONUS.** The Philippine Charity Sweepstakes Office (PCSO) started granting a seller's bonus for retailers that sell jackpot-winning tickets. The bonus is only applicable to Lotto 6/42, Mega Lotto 6/45 and Super Lotto 6/49. The formula for the seller's bonus is: Lotto 6/42 – 5% of the minimum guaranteed amount (MGA) plus 0.5% of the jackpot in excess of the MGA. Mega Lotto 6/45 – 4% of the MGA, plus 0.5% of the jackpot in excess of the MGA. Super Lotto 6/49 – 3% of the MGA, plus 0.5% of the jackpot in excess of the MGA. In other news, the Philippine House committee on legislative franchises voted 24-7 to extend the franchise of PAGCOR.

**KOREA LOOKS TO SIMPLIFY LOTTERY MARKET.** In a move to reorganize and simplify the country's lottery market, The Korean government is expected ask the 49 lotteries that return profits of less than 5 percent to stop issuing tickets.

**HONG KONG MAY LEGALIZE SOCCER BETTING.** Betting on soccer matches may soon be legalized in Hong Kong. If legalized, it could bring in HK\$1-5 billion

(US\$128-641 million) per year to the territory's dwindling coffers, sources close to the administration said on Friday. The government's Home Affairs Bureau will present recommendations on soccer betting as soon as possible. If the bill is passed, Hong Kong Jockey Club has already been chosen for the five-year contract to offer soccer betting.

## COMPANY ANNOUNCEMENTS

### SCI-GAMES COMMENCES MDI TENDER OFFER.

Scientific Games has commenced the tender offer for the shares of MDI not already owned by Scientific Games or MDI's founder and CEO Steve Saferin, for \$1.60 per share. Under the offer, MDI shareholders have twenty business days to tender their shares. Conditions to the tender offer include a requirement that, upon closing of the tender offer, Scientific Games will own or have the right to acquire in the aggregate at least 75% of MDI's outstanding shares, including those MDI shares already owned by Scientific Games and the shares to be purchased by it from Mr. Saferin.

**SCI-GAMES SIGNS WITH MANDALAY.** Scientific Games has signed a licensing agreement with Mandalay Resort Group permitting Scientific Games to promote new instant ticket games using Mandalay logos, designs and visual representations. The new games allow players to win Las Vegas vacations at one of the five Mandalay resorts in Las Vegas.

**BRANDENBURG CHOOSES ANY-BET.COM.** Any-bet.com won another state lottery company as licensee of the any-bet Gaming Platform (aGP). Land Brandenburg Lotto GmbH will be replacing their current Internet platform with the any-bet.com system, which is also in use at NordwestLotto Schleswig-Holstein. This contract represents the fourth sale of the aGP license in just a year and a half. In addition to providing the rights for the use of the any-bet Gaming Platform, any-bet.com will be carrying out the customization of the platform to the requirements of Lotto Brandenburg and will be participating long-term in the tips and wagers through turnover-dependent commissions.

**PACIFIC LOTTERY ACQUIRES EMSI.** Pacific Lottery Corporation (formerly known as Applied Gaming Solutions of Canada Inc.) announced the acquisition of Emerging Market Solutions International (EMSI). The Corporation has completed its due diligence and will make immediate application to the Exchange for approval of its May 30, 2002 acquisition agreement. As previously outlined the Corporation will purchase all the outstanding shares of EMSI in exchange for 18,333,333 of its common shares. The Corporation has already satisfied one of the conditions of the acquisition by the appointment of Mr. Richard W. DeVries to the Board of Directors.

**SAZKA SELECTS ESSNET.** SAZKA has selected EssNet to supply an Internet and Mobile gaming system

for the Lottery. SAZKA has become EssNet's seventh e-commerce customer.

## LOTTERY RFP

**RI RFP.** The Rhode Island Lottery is issuing an RFP&Q to qualify Technology Providers for possible licensing as Video Lottery Terminal Providers. RFP&Q will be available as of December 5, 2002. All request are to be directed to: **Gerald S. Aubin; Executive Director; 1425 Pontiac Avenue; Cranston, RI 02920; 401-463-6500 (Voice); 401-463-5669 (Fax)**

## LOTTERY PEOPLE

**Ms. Young-Ja Kim,** Deputy Director for Corporate Affairs at the D.C. Lottery and Charitable Games Control Board received the Korean American Coalition – Washington D.C. Chapter's (KAC-DC) Corporate Leadership Award at its second annual awards dinner. Ms. Kim was recognized for the positive impact she has had on the Korean Community on behalf of the Lottery.

## LOTTERY JOBS

### VIRGINIA LOTTERY – ON-LINE PRODUCT

**MANAGER, #20.** A consumer marketing professional is needed to develop and manage the marketing strategies for existing on-line games and to develop new on-line games. Specific duties include: Develop and manage the marketing mix for each existing on-line game, analyze sales and consumer research to evaluate the "health" of each game, identify problems or new opportunities and suggest strategies for addressing them, develop viable ideas for new products or enhancements and plan and coordinate their introduction. This person will be the Lottery's in-house expert on on-line games and players.

**PREFERRED QUALIFICATIONS:** Extensive knowledge of marketing and sales. Ability to effectively communicate with all levels within and outside the Department. Capable of creating and executing multiple projects with minimum supervision. Ability to manage complex projects requiring the involvement of many groups inside and outside the Lottery. Ability to interpret technical, statistical or financial information and communicate findings in a non-technical manner, both orally and in writing. Good knowledge of basic mathematical, statistical, and financial methods for decision-making. Knowledge of business-related PC software such as Excel, Word, and PowerPoint. Degree in Business Administration or related field, Masters preferred. Experience in Lottery and/or consumer products marketing preferred. A comparable amount of training and experience may be substituted for the minimum qualifications.

The hiring salary range \$47,371 - \$61,582. For consideration, please e-mail your resume indicating position name & number to: [jobs@valottery.state.va.us](mailto:jobs@valottery.state.va.us). **Please paste your resume into the body of your e-mail**, or mail to: Human Resources, Virginia Lottery, 900 E. Main St., Richmond, VA 23219, or fax to: 804.692.7205. We will accept resumes until a suitable candidate is selected. Visit us at our homepage:

[www.valottery.com](http://www.valottery.com). EOE/AA

**Submit material for next week's Morning Report by Wednesday of this week to [Toddpr2@aol.com](mailto:Toddpr2@aol.com)**



# Make Plans to Participate in PGRI's 2003 Events!



SMART-TECH 2003  
Charleston, SC

## SMART-Tech 2003

*Co-hosted by the South Carolina  
Education Lottery*

February 9-12, 2003

*DoubleTree Suites in Historic Charleston, SC*



## ILAC Congress 2003

*Co-hosted by the  
National Lottery of Mexico*

April 26-29, 2003

*Hilton Cancun Beach and Golf Resort in Cancun, Mexico*



## International Lottery Expo 2003

*Co-hosted by the Florida Lottery*

July 17-20, 2003

*Sheraton Bal Harbour in Miami Beach, FL*

For more information, please contact Public Gaming Research Institute, Inc. at 425-803-2900, fax 425-803-6830, e-mail [publicgam@aol.com](mailto:publicgam@aol.com), or visit us on the Web at [www.publicgaming.org](http://www.publicgaming.org)